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Lawrence Jelley · 3rd

Vice President Oracle University Cloud Global Sales  
Consulting at Oracle

Melbourne, Victoria, Australia · 500+ connections · [Contact info](#)



Oracle



RMIT University

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Lawrence Jelley  
Vice President Or...

## About

A Global Leader supporting the business transformation of Enterprises through the provision of innovative user adoption strategies and service solutions that drive positive business outcomes and return on investment.

## Activity

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2

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### Experience




**Vice President Oracle University Cloud: Global**

Oracle

Nov 2018 – Present · 2 yrs 2 mos

Melbourne, Australia

A Global Sales Consulting Leader focused on the account solutions including: Guided Learning Solutions (GLS) and associated Services to drive our Customer's user adoption of Oracle Products.




**SAP Education COO & Head of Sales, APJ & Global**

SAP

Jan 2016 – Nov 2018 · 2 yrs 11 mos

Melbourne, Australia

Leading a team of specialist Business Managers focused on the SAP Education business across APJ & GCN. As the Education Manager with a focus on enablement, pipeline development and support that support the MU Sales (both Direct and Indirect).



**Oracle Corporation**

15 yrs 4 mos

**Senior Director Key Accts Oracle University APAC**

Jun 2010 – Dec 2015 · 5 yrs 7 mos


Driving innovative business transformation and blended education solutions across Oracle Key Accounts throughout Asia Pacific. These endeavours are focused on supporting user adoption of Oracle technology and application solutions.

**Director, User Adoption Services, Oracle University APAC**




Apr 2006 – Jun 2010 · 4 yrs 3 mos

Collaborating with Oracle License and Services lines of business, as well as the wider Partner ecosystem, to position and manage the execution of business transformation and education solutions to support the implementation of applications across the entire Oracle Application footprint.

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2/4



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2



IBM Australia

Jul 1999 – Aug 2000 · 1 yr 2 mos

Delivery and business development, proposing and solutions for IBM's internal and external customers.



Regional Manager


DA Consulting Group

May 1997 – Jun 1999 · 2 yrs 2 mos

Managed the start-up of the South Asia regional office of consulting resources, the marketing and closure of implementation of SAP solutions.

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Education



RMIT University

Bachelor of Engineering, Chemical Engineering


1978 – 1981



Swinburne University of Technology

Masters, Enterprise Innovation


1994 – 1996




Swinburne University of Technology

Graduate Diploma, Management

1992 – 1993






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3/4




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2





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